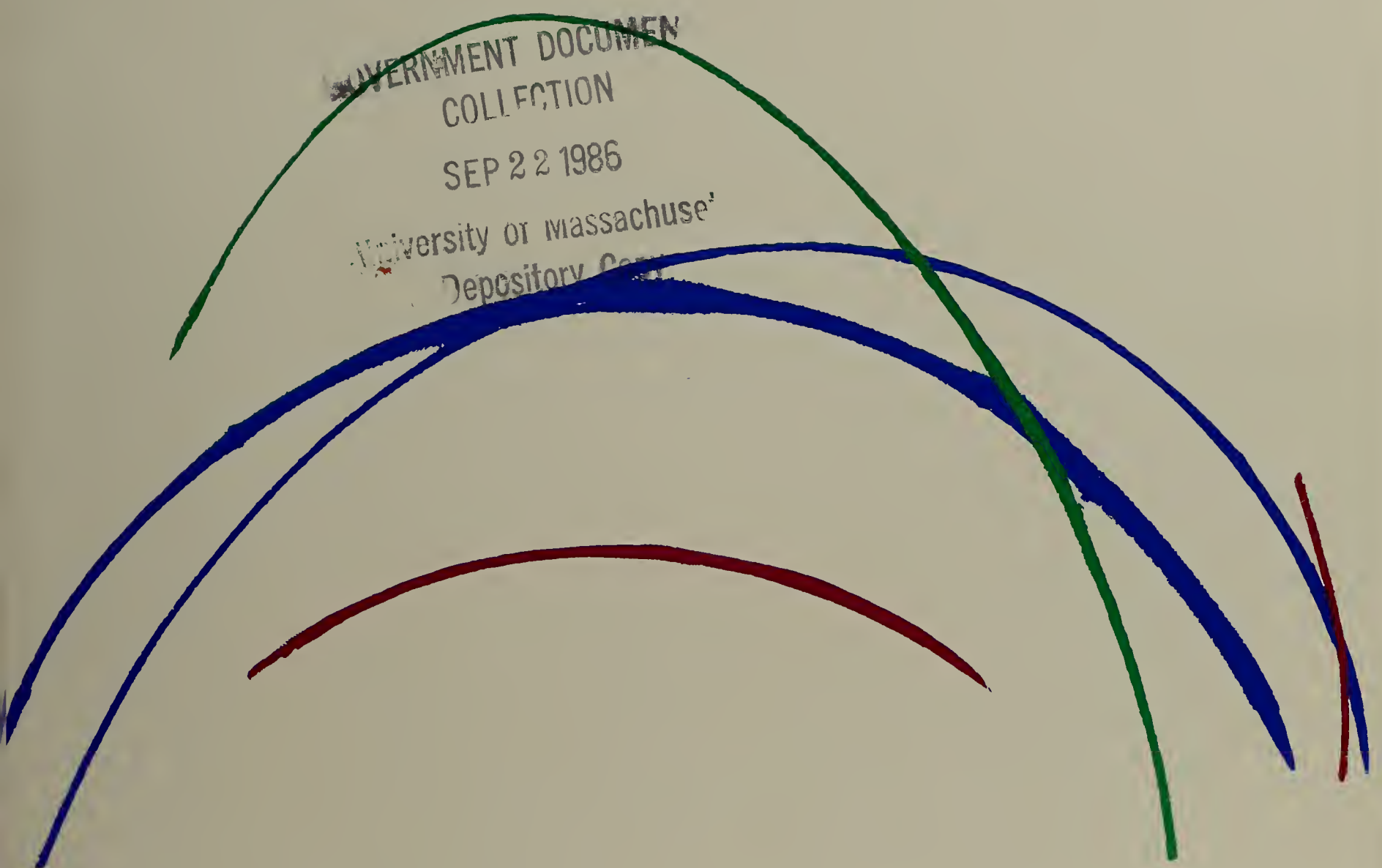


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The 1985 Annual Report marks a departure for the Massachusetts Industrial Finance Agency. Rather than simply documenting the achievements of the past 12 months as isolated events, this report presents them as indicators of MIFA's future, and our role in addressing the Commonwealth's changing economic needs.

In developing the Agency's blueprint for the future, we returned repeatedly to one fundamental question: "What is the proper role of an industrial finance agency in a rapidly changing economic environment and in a state where headlines suggest that economic growth is both boundless and pervasive?" MIFA has devoted considerable effort this past year to developing an answer, as well as a plan for the future.

The solution is twofold. First, economic expansion, no matter how broad, cannot spread its benefits to all sectors of the economy and all regions of a state. Thus, though the need for economic development assistance may be changing, it has not disappeared. One need only look at the troubled seafood industry, the emerging technology industries or the northern Berkshires to see that.

Second, economic expansion is not everlasting. The challenge is to sustain the gains made during these past three years. In spite of economic cycles, these gains can be built upon and spread more evenly through the combined efforts of the private and public

sectors. This effort requires innovation and entrepreneurial thinking from the smaller companies that fuel our economy. It also requires that government act as a partner and catalyst to innovation by removing barriers, and by devising creative incentives to expand economic opportunities for all.

Therein lies MIFA's role. We are *Bridging* gaps between the public and private sectors that would otherwise inhibit productive cooperation. We are *Targeting* our resources to the regions that have not shared in economic prosperity. We are *Revitalizing* downtowns and industries with an infusion of investment. We are *Innovating* to create alternative financing sources to meet the needs of small business. And we are *Accessing* the financial resources of both the public and private sectors to assure the vitality of small business.

These five concepts characterize MIFA's vision of its current mission and future role.

A footnote. You may find the photography in this year's report startling or provocative. It is our hope that the photography will help to illustrate MIFA's future directions.

Management Letter

MIFA faced unprecedented challenges during 1985. Given the real threat throughout much of the year that the Industrial Development Bond program would be eliminated in 1986 by comprehensive federal tax reform, the Agency moved aggressively to develop innovative financing vehicles to meet the continuing needs of Massachusetts' smaller businesses for affordable expansion capital.

This diversification strategy, combined with steps to strengthen existing products, reflected our enduring commitment to stimulate investment and produce job opportunities across the Commonwealth. In the process of designing new incentives and programs, MIFA affirmed its public philosophy as a catalyst for government and business to promote balanced and sustainable economic growth.

We are proud to report that, in meeting these challenges, the Agency achieved a record year:

- 1985 IDB volume surpassed \$749 million for 363 projects which are creating 7,797 jobs in the Commonwealth. Of this total, \$677 million supported job-producing expansions, which represents a 27 percent increase over our previous peak in Small Issue IDB activity.
- After several years of development, the first pool of loans through the innovative Guar-

anteed Loan Program was sold publicly in December. Assembled and underwritten by Agency staff to fund the expansion of seven small companies, the pool was one of the largest offerings of its kind and hinged upon the use of MIFA's insurance reserves.

- The Mortgage Insurance Program saw increased activity by insuring \$1.4 million of private investments in six projects which would have been denied full financing without MIFA's assistance.
- Commercial financings, under the targeted CARD program, outpaced any previous year. In 1985, 67 projects representing a total of \$218 million in private investment were approved in 37 communities requiring revitalization capital. The CARD program has also spurred the creation of 742 units of rental housing in renovated downtown buildings. IDB-financed housing investment totals over \$24 million since 1978.
- Anticipating possible federal cutbacks in the IDB program, MIFA's Board of Directors in August adopted a far-reaching set of eligibility guidelines to target companies and regions most in need of IDB financing. These policy guidelines have been tightened further as we commence 1986.
- In November, MIFA's Board earmarked \$1.5 million in Agency funds as seed capital for the Agency's first-ever direct loan fund—the Seafood Industry Revolving Loan Fund—explicitly designed to promote innovation in this troubled yet important sector.

- The Agency issued IDBs for three companies to construct on-site child care facilities, approved a \$30,000 direct loan for construction of a child care facility in Lawrence and allocated \$750,000 to finance future corporate-based child care centers.
- MIFA was enlisted as one of four agencies to originate loans for the \$100 million Thrift Fund. In November, the Thrift Fund Board approved MIFA's first financing through this new program, and loans for additional industrial projects are being evaluated.
- Lastly, MIFA played a key role, through the Washington-based Council of IDB Issuers (CIDBI), in helping to shape the tax-exempt bond provisions of a tax reform bill passed by the U.S. House of Representatives in December. The House bill retains the use of IDBs to assist small business expansion and commercial revitalization.

The Agency's achievements during 1985 stem from deliberate strategies to accelerate new product development, reinforce existing products and reach out to past IDB recipients and other small businesses for their input.

Fact-Finding Efforts Launched

To implement this diversification strategy, the Agency launched two extensive fact-finding efforts in January of 1985. These efforts

were aimed at determining how we could best apply our financing expertise, resources and knowledge of small businesses to ensure continued economic growth across the Commonwealth.

The first effort was the Strategic Initiatives Committee. Convened last winter, the Committee included eight senior executives from the major sectors we serve. In the course of seven in-depth sessions to analyze gaps and unmet needs in the state economy, these leaders helped MIFA develop new financial services, including direct loan programs, a taxable version of Industrial Development Bonds, and a variety of credit enhancements to reinforce weaker companies in pooled financings.

The final product of the Strategic Initiatives Committee was the development of a strategic plan to guide the Agency's product development and implementation efforts over the next two years.

Seafood Loan Program Established

The second effort, the Seafood Industry Advisory Council, was convened by MIFA during early 1985. This legislatively-authorized panel of experts met extensively from January through June, conducted public sessions in Gloucester and New Bedford and briefed members of the Massachusetts House and Senate. The Council concluded

that Massachusetts' troubled seafood industry, which employs 12,000 people, was in critical need of seed capital to spur long-term innovation and modernization. They recommended creation of a revolving loan fund of up to \$10 million to leverage private sector investment in this threatened multi-billion dollar industry.

Customer Input Emphasized

Throughout 1985, MIFA's product development activities were built upon the philosophy of listening carefully to our customers. We began with a series of seminars attended by over 200 local development officials to discuss proposed changes to IDB guidelines and determine the specific financing needs of small businesses. The seminars were supplemented by individual meetings with lending officers and senior executives from over 70 commercial and savings banks across the state. Finally, we launched a regional series of "user meetings" with past IDB recipients, which have proven invaluable to assessing the issues of credit structure, risk and capital need affecting small businesses in today's rapidly changing economy.

First GLP Bonds Issued

The Guaranteed Loan Program is a recent example of our collaborative product development process. First announced in 1983, the program originally combined guarantees from MIFA and a major re-insurance company to enable bonds for small, expanding Massachusetts companies to be pooled and

sold in the public credit market.

After meeting with prospective borrowers, we found that the original structure was unworkable; the goal of the insurance company was to minimize risk, which was inconsistent with MIFA's goal of providing credit market access to unrated, yet promising Massachusetts companies.

As a result, the program was restructured in October to allow greater flexibility. Backed by a letter of credit from BayBank Boston, N.A., with MIFA in turn absorbing 25 percent of the total risk, a \$6.8 million pool of bonds was sold in December to fund the expansions of seven companies. Significantly, four of those firms had sales of less than \$1 million. The lessons learned from the Guaranteed Loan Program process are now being applied in our efforts to offer an expanded range of financing programs.

Taxable IDBs on the Horizon

The most promising initiative in development is a taxable IDB program that, by accessing the short-term interest rates found in the public credit markets, can provide significant cost savings for worthy public purpose projects. Moreover, this program will provide a complementary resource to use in conjunction with our tax-exempt IDB program, to compensate for proposed federal cutbacks in IDB volume. As with the Guaranteed Loan Program, this initiative will

rely on the Agency's Insurance Fund to tap new sources of investment capital.

The valuable participation of MIFA Board members, and local economic development officials, assisted us in setting priorities to toughen the guidelines defining which projects are eligible for IDB financing. To deal with anticipated pressure caused by the federal volume cap, these guidelines specify the public uses of IDB financing and target IDB resources to those companies and geographic areas of the Commonwealth most in need of affordable capital.

U.S. House Preserves Small Issue IDBs

The need for further targeting of IDB resources was intensified by the legislative maneuvering at the federal level. The tax reform proposal submitted to Congress by President Reagan recommended elimination of tax-exempt financing for small business expansions. We firmly believed, however, that Congress would recognize the importance of this program to the long-term viability of the small business sector.

That belief was justified on December 17 when the U.S. House of Representatives approved a tax reform measure allowing the continued use of tax-exempt bonds to spur economic development.

The efforts of the Council of Industrial Development Bond Issuers (CIDBI), of which MIFA was a founding Board member,

were key to this action. In September, a nationwide study of over 1,000 IDB-financed projects, commissioned by CIDBI and conducted by Developing Systems Limited, showed that the proposed elimination of IDBs for small business expansions would have a negligible impact on federal revenues. In fact, the study conclusively demonstrated that the elimination of IDBs would cause a decrease in the gross national product and, consequently, a significant decrease in federal tax revenues.

The House bill, however, places IDBs under a new volume cap covering several additional categories of tax-exempt financing, including housing, hospitals and universities. If approved in its present form by the U.S. Senate this year, the new restrictions will reduce the total amount of IDBs available for small business expansions.

MIFA Board Enhanced by Appointments

During the last fifteen months, MIFA has benefited immensely from the Governor's appointment of four outstanding individuals to the MIFA Board. These include Janet Pavliska and Ronald Homer, both Presidents of leading financial institutions, David Squire, a former Vice President of Brandeis University, and Edward McCann, former Area Director for the Communications Workers of America, who was reappointed to a second term.

In 1985, we also marked the retirement of Andrews Macalaster, a founding member

of MIFA's board. During his six years of service, Andy contributed a sharp understanding of the financial needs of smaller companies, as well as a terrific wit. He will be missed.

At year-end another significant change occurred when Charlie Kireker decided to resign effective in February in order to relocate his family and rejoin the private sector. The Board filled Charlie's position by promoting the Agency's Chief Operating Officer, Brian T. Carty, as MIFA's third executive director. The Board's action ensured continuity with the initiatives launched during 1985.

Above all else, 1985 has been a productive year of transition for the staff and Board at MIFA. We have developed a better understanding of the needs of our primary customers in the small business community. We are learning to apply our resources to achieve new and fruitful public objectives. And we have concluded that our basic mission remains unchanged, even as the techniques to accomplish it are modified.

With MIFA's mission reinvigorated, we are well-positioned to capitalize on the many new initiatives the Agency is bringing to the marketplace. We look forward to the challenges and opportunities that 1986 will bring.



Respectfully Submitted,

Robert A. Chadbourne

Robert A. Chadbourne, Chairman

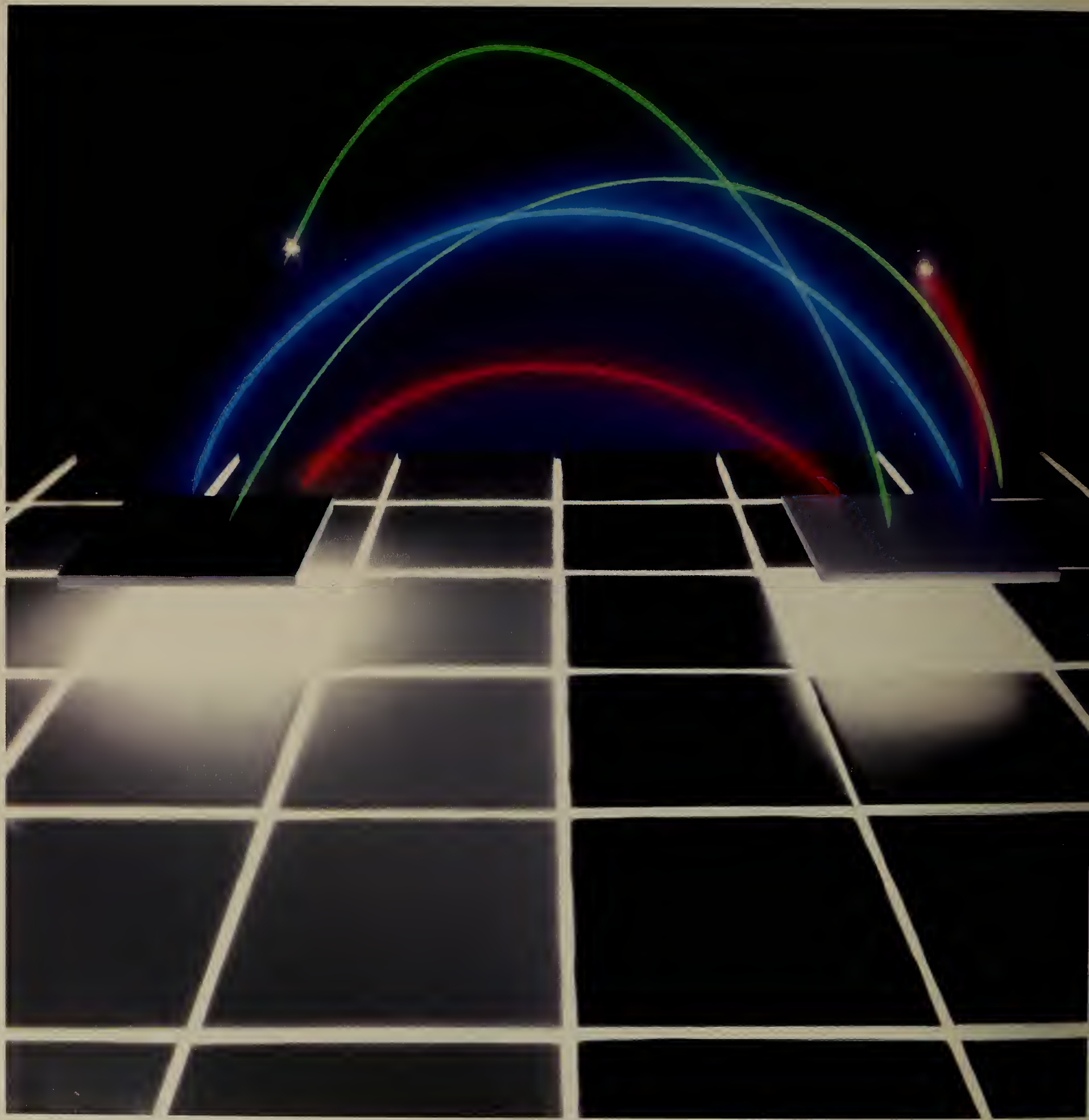
Charles F. Kireker

Charles F. Kireker

Brian T. Carty

Brian T. Carty

January 15, 1986



"Men can do jointly what they cannot do singly; and the union of minds and hands, the concentration of their power, becomes almost omnipotent."

Daniel Webster

Bridging the gap between the public and private sectors is the primary mission of MIFA's industrial development bond (IDB) program.

By granting tax-exempt status to privately-financed loans, the program provides affordable expansion capital for the state's job-creating smaller businesses.

Throughout American history bridges have symbolized milestones in the country's development. The Brooklyn Bridge is a monument to the boundless opportunities afforded by the Industrial Age. The first bridges over the Merrimack River dramatized the early industrial achievements of Lowell and Lawrence.

In a similar sense, the concept of a bridge is representative of MIFA's mandate to span the gap between the public and private sectors.

MIFA's unique ability to grant tax-exempt status to private loans through the industrial development bond (IDB) program demonstrates our bridging role. By providing access to tax-exempt financing for the Commonwealth's growing smaller businesses, MIFA connects the private sector business and banking communities to the public sector to ensure that the goals shared by both, such as job creation and a strong, diverse industrial base, can be met.

In 1985, a record amount of IDB financing was issued to help smaller companies expand facilities and create new jobs. During the year, MIFA approved bonds totalling over \$749 million for 363 expansion or revitalization projects that will create an estimated 7,797 new industrial sector jobs.

Of the industrial companies that utilized IDBs in 1985, over 83 percent had sales of less than \$20 million. This small business emphasis did not happen by accident; over

Originally used in the 1800's, this freight

scale was carefully restored to working order as

part of the \$5 million public-private coopera-

tive effort to renovate the vacant Boston &



Maine freightyard in North Adams. Private

investors combined a variety of federal and

state incentives, including a \$500,000 IDB,

to transform the site into the Western Gateway

Heritage State Park. The Park now houses

a variety of retail shops, restaurants and a

Visitors Center.



High technology enterprises in Massachusetts no longer inhabit the Route 128 region exclusively. MIFA's most recent guideline revision targets rapidly growing companies like Instrument Technology, Inc., which constructed a modern manufacturing plant in Westfield with the help of a \$710,000 IDB issued by the Westfield IDFA. The company's remote viewing borescopes are used to identify defects in jet engines and nuclear plants, among others.

the past several years, the IDB program has been consciously targeted to the small business sector.

This year, that emphasis was strengthened by a revision in MIFA's eligibility guidelines restricting IDB financing to companies with sales of under \$30 million unless an important and overriding public purpose is met. The guidelines also give special preference to projects located in high unemployment areas and to projects involved in one of the Governor's designated "Centers of Excellence" industries. In addition, industrial projects must create at least one job for every 1,300 square feet of industrial space.

Each of these changes demonstrate MIFA's longstanding philosophy of directing resources toward the industries and regions that are most in need. This targeting philosophy represents the second cornerstone of MIFA's mandate for the future.

Building on the success of geographically channeling IDBs for commercial investment to downtown areas, MIFA is now targeting financial resources to specific industries that have particular needs.

For example, in response to a request by the state Legislature, MIFA convened the Seafood Industry Advisory Council in late 1984. Charged with developing solutions to the problems of the seafood processing industry, the Council recommended the creation of a \$10 million revolving loan fund, administered by MIFA, to finance proj-

"Don't oppose forces; use them."

R. Buckminster Fuller

MIFA is targeting the forces of economic pros-

perity to regions and industries most in need.

Whether through direct lending programs to

assist specific industries, or through policy

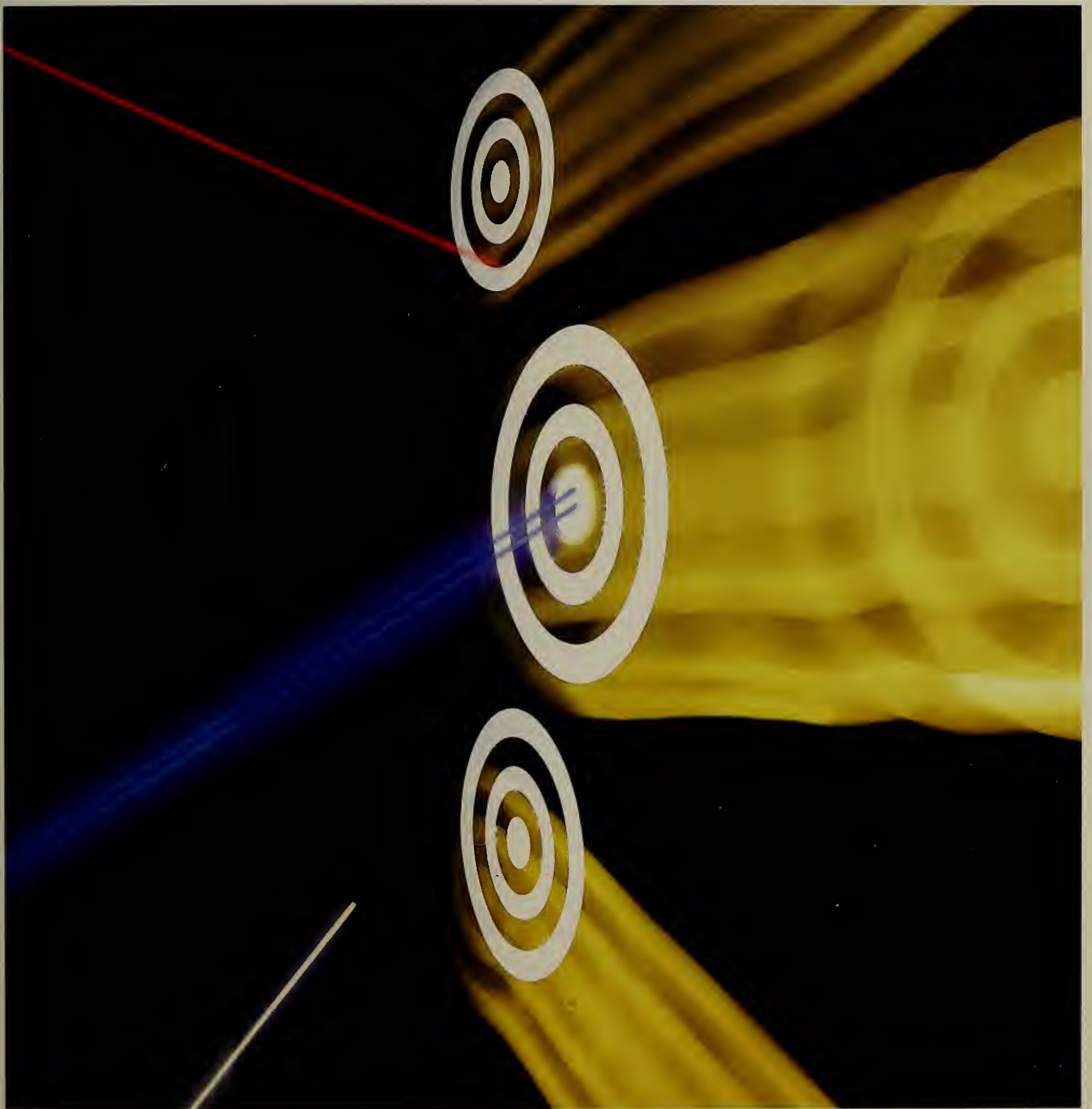
guidelines that encourage economic develop-

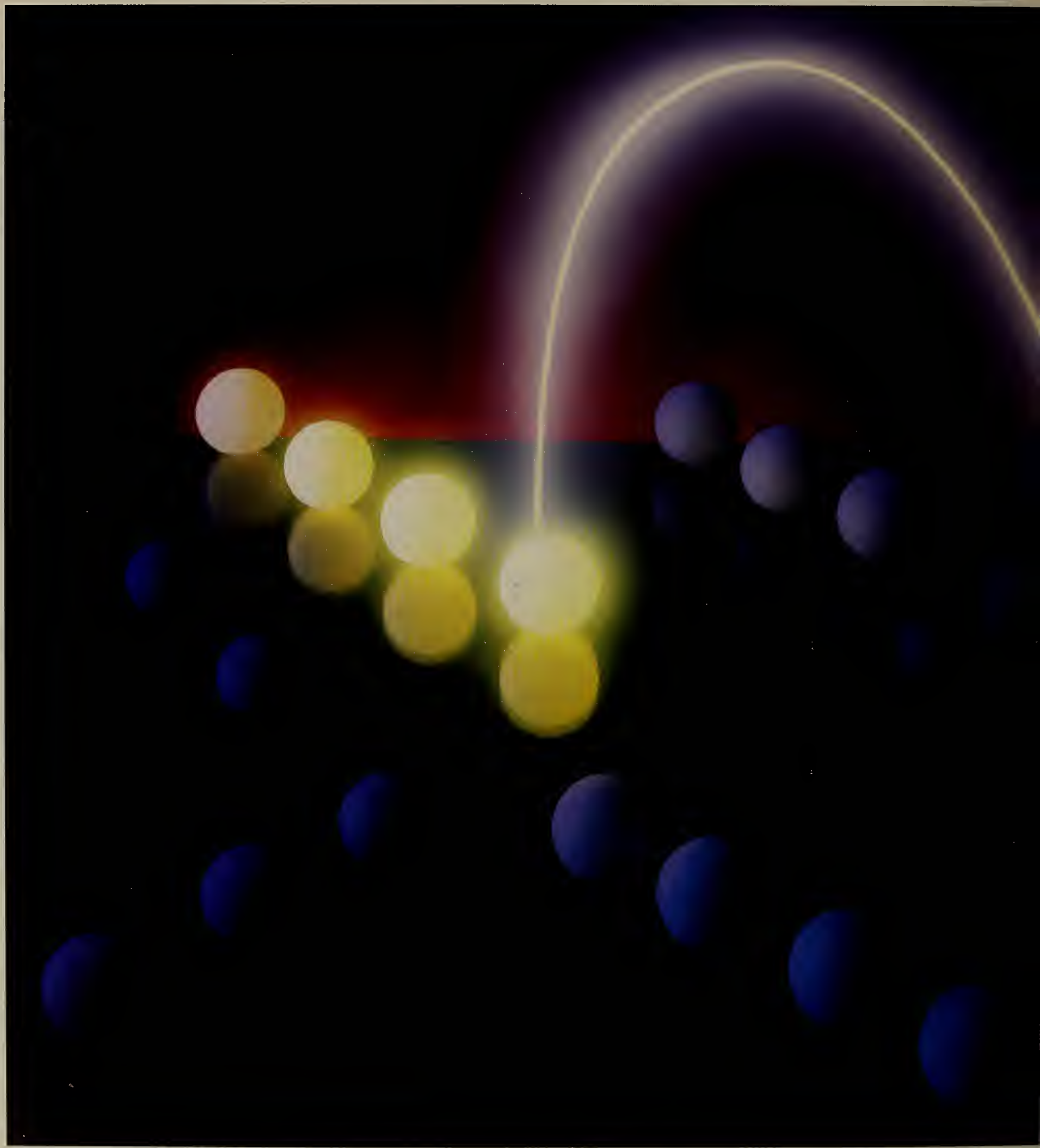
ment in communities with high unemployment,

this targeting strategy is designed to extend

economic opportunity to all citizens of the

Commonwealth.





ects that will foster innovation and improve productivity in this \$1 billion industry. MIFA's Board has already committed \$1.5 million in seed money and the Agency will begin accepting applications early in 1986.

Revitalizing a faltering industry is the ultimate goal of the Seafood Program. The concept of revitalization is also the third cornerstone of MIFA's operating philosophy.

The goal of revitalization is not new to MIFA. It is the driving force of the Commercial Area Revitalization District (CARD) program, which is recognized as the most successful of its kind in the country. Since 1978, the program has channeled over \$776 million of investment into downtown areas across the state.

In 1985 alone, 67 revitalization projects received over \$159 million in IDB financing to renovate 3 million square feet and construct an additional 900,000 square feet of commercial space.

To quantify the impact of CARD incentives, MIFA commissioned the Center for Economic Development at the University of Massachusetts to evaluate the program.

Preliminary results indicate that 60 percent of CARD project developers said that IDB financing was a "most significant" factor in their investment decisions.

The results also show that the need for incentives to encourage downtown investment remains strong, as competition from outlying commercial areas grows.

The Boylston Building in Boston's combat zone stood for years as a symbol of the area's decay.

Led by the Bay Group and the Chinese Economic Development Council, investors have

revived the building as the China Trade Center. Funded in part by a \$4.8 million IDB,

the rehabilitation has preserved the detailing of the 1887 building, while creating a dramatic



environment for Chinese retail shops, exhibit areas and office space. The China Trade Cen-

ter is a prominent example of the importance of CARD financing to downtown revitalization.

"When society requires to be rebuilt, there is no use in attempting to rebuild it in the old plan."

John Stuart Mill

Revitalizing, whether it is a single downtown

building or an entire region or industry, takes

time, patience and a source of affordable capi-

tal. Established in 1978, MIFA's CARD

program represents a truly "new plan" for

rebuilding the state's once-vital downtown

areas. The program's success is demonstrated by

the nearly 14 million square feet of new and

renovated commercial space financed through

CARD incentives.

A unique, computer-based system to analyze

electrocardiogram tapes has enabled Cardio-

Data Corporation to compete successfully

both in the United States and in Japan. The

company recently moved into an IDB-financed

building in Northboro. CardioData is invest-

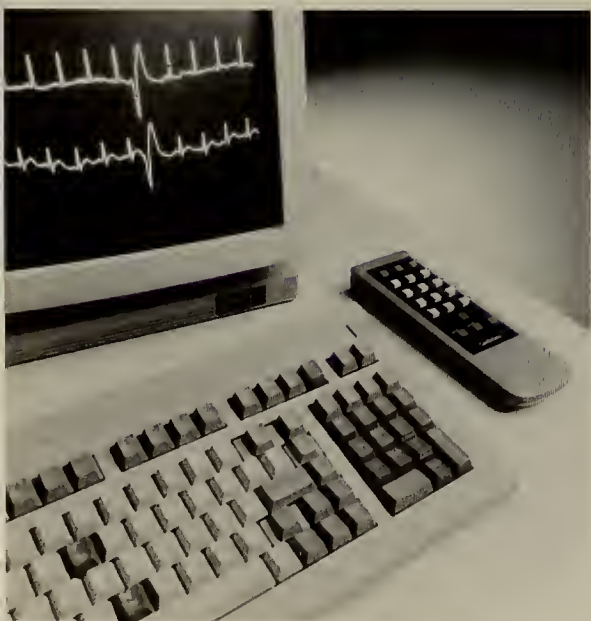
ing its savings from the IDB-financed lease

into research and development. By reducing the

costs of expansion, the IDB program can help

cutting-edge companies like CardioData stay

ahead in world markets.



With the construction of a 260,000 square

foot, state-of-the-art facility in Fall River,

American Dryer Corporation has affirmed

its commitment to the city, which still suffers

from relatively high unemployment.

The firm will also buy modern equipment to

increase the efficiency of its production of

industrial-sized dryers, enabling the company

to compete more effectively in the 52 foreign

countries where its products are sold. Financed

with an IDB, as well as UDAG funds, the

expansion will create an estimated 100 new

jobs; it exemplifies the type of project targeted

by MIFA's eligibility guidelines.





MIFA's programs have helped revitalize industries that suffer from increased foreign competition and individual firms that have suffered unusual setbacks. A 1984 fire in downtown Peabody destroyed Barnet Corporation's leather processing facility, which produced high quality leather used primarily in book bindings. The company resumed operations only days later, using a competitor's facility during off hours. Using an \$800,000 IDB combined with a state grant and an SBA disaster loan, the company purchased the failing competitor's Peabody plant five months later. Barnet's growth in the beleaguered leather industry has created 40 new jobs.

The IDB program has helped dozens of start-up companies bridge the capital gap that often faces new ventures. Surrey Industries is one such firm. The company, a manufacturer of plastic bags, had planned to open its first facility in Virginia. But aggressive efforts by Governor Dukakis, combined with the availability of a vacant building in Taunton and fast action from MIFA, convinced the firm to open the plant in Massachusetts. When fully operational, Surrey will employ nearly 200 people.



Although the firm only began manufacturing in 1983, Falcone Piano Company has already established a nationwide reputation for the



quality of its grand pianos, the result of an innovative soundboard calibrator designed by the company's founder. The company is now expanding into renovated space in Haverhill, financed through MIFA's innovative Guaranteed Loan Program. The new space will enable Falcone to increase production from two pianos a month to over 850 annually, and the firm will add 50 new jobs.

Established in 1978, the CARD program was one of several initiatives developed at the end of the first Dukakis administration. Taken together, these programs have contributed enormously to the state's comeback.

The innovative thinking that marked the creation of those programs is just as vital today, despite the current economic prosperity. The state's growth has created a host of new needs requiring forward-thinking solutions from both the public and private sectors. Continued cutbacks in all federal economic development programs only intensify the need for innovation and creativity at the state level.

The process of innovating, the fourth component of MIFA's overall philosophy, includes new uses for direct lending and loan guarantees, as well as alternative forms of IDB financing.

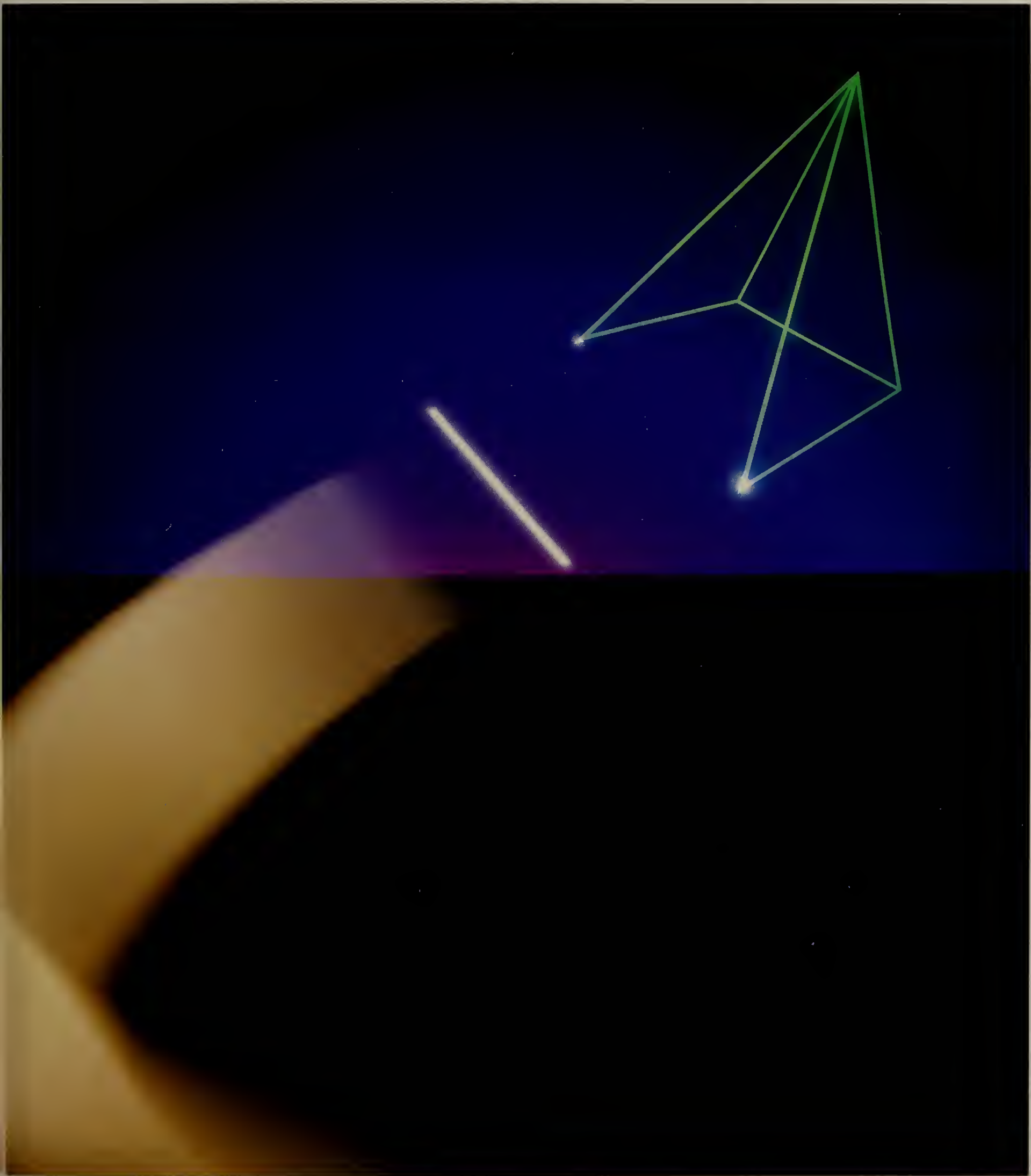
Each of these initiatives breaks new ground. Each is designed to address specific needs that have developed as a result of economic changes, reduced federal participation in economic development, or both. And perhaps most importantly, each is designed to leverage private sector resources.

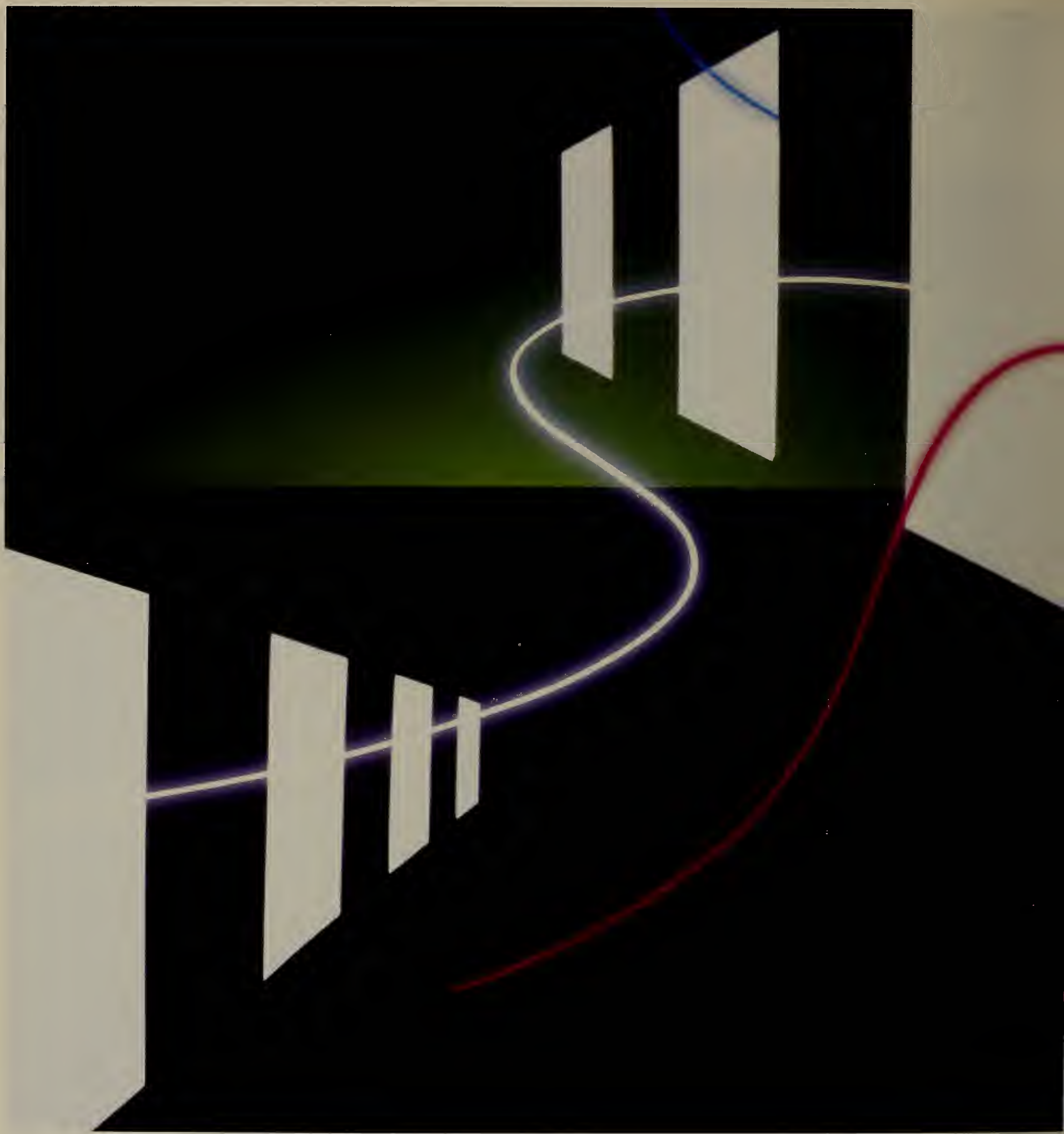
For example, the first pool of loans under the Guaranteed Loan Program (GLP) was sold in the public credit market in December, backed in part by the Agency's own insurance reserves. Designed to raise affordable capital from new investment sources, the \$6.8 million bond issue provided fixed-

"A man with a new idea is a crank – until the idea succeeds."

Mark Twain

Massachusetts' economic growth is fueled by a generation of "new ideas," ranging from new production methods for traditional manufacturers to fifth generation computers. These innovations will be critical to the state's ability to maintain and expand the current prosperity. MIFA's own innovations, such as the Guaranteed Loan Program and taxable IDBs, are designed to encourage creativity by removing barriers to growth.





rate, long-term financing for the expansions of seven Massachusetts companies. These expansions will create an estimated 228 new jobs.

The experience MIFA has gained through this program in opening the public credit market to smaller businesses will become increasingly valuable in the years ahead as a result of proposed changes in the federal tax law.

MIFA is also researching ways to fill the gaps caused by intensifying federal cutbacks in economic development. These cuts have touched virtually every program, including IDBs. Since the need for this assistance remains, one alternative being actively pursued is a taxable IDB program backed by MIFA's insurance assets to provide many advantages of traditional IDBs, while creatively accessing the public markets.

Through innovation, MIFA is opening doors to various financing incentives for the small business sector by combining MIFA's programs with other sources of capital to create a comprehensive loan package. Accessing, then, is the fifth and final component of the Agency's overall philosophy.

MIFA's participation in the Thrift Fund, as one of four quasi-public agencies designated by the Thrift Fund Board of Directors to originate loans, is an excellent example of the Agency's ability to access diverse resources for important public purpose projects.

Access to affordable capital through the IDB program has helped the employee-owned M.W. Carr Company finance two expansions in Somerville. The company, which manufactures high-quality metal and wood picture frames, was purchased by employees in 1981. Since then, sales have nearly doubled, and the IDB-financed expansions have added nearly 70 new jobs.



Demosthenes

"Small opportunities are often the beginning of great enterprises."

MIFA's various financing incentives are designed to open doors to opportunities, both large and small, for growing Massachusetts companies. By providing access to a variety of resources, MIFA has the ability to tailor a financial package to suit the particular needs of individual firms. That ability is enhanced by our participation in the Thrift Fund.



By applying new technologies to traditional farming techniques, Berkley Farms can now grow tomatoes year-round in a scientifically-controlled greenhouse environment. Based on MIFA's recommendation, the company received approval in November for a \$440,000 direct loan from the Thrift Fund, which will enable the firm to quadruple its greenhouse space in Berkley. By providing access to a variety of financial resources, MIFA is helping to nurture the entrepreneurial spirit that is sparking the state's economic growth.

Through the Thrift Fund, MIFA can now provide access for industrial projects to a \$100 million pool of economic development funds. This financing program may also be combined with IDBs, UDAGs and equity capital.

During 1985, MIFA also stepped up efforts to promote the Agency's Mortgage Insurance Program. As a result, over \$1.4 million in insurance commitments for higher-risk expansion projects was approved during the year. By closing the gap between what banks can reasonably lend and what companies need for expansion, the Mortgage Insurance Program is yet another manifestation of MIFA's accessing strategy.

Access to capital is also necessary to respond to the pressing need for on-site child care centers, prompted by the increasing number of two-income families and single parents.

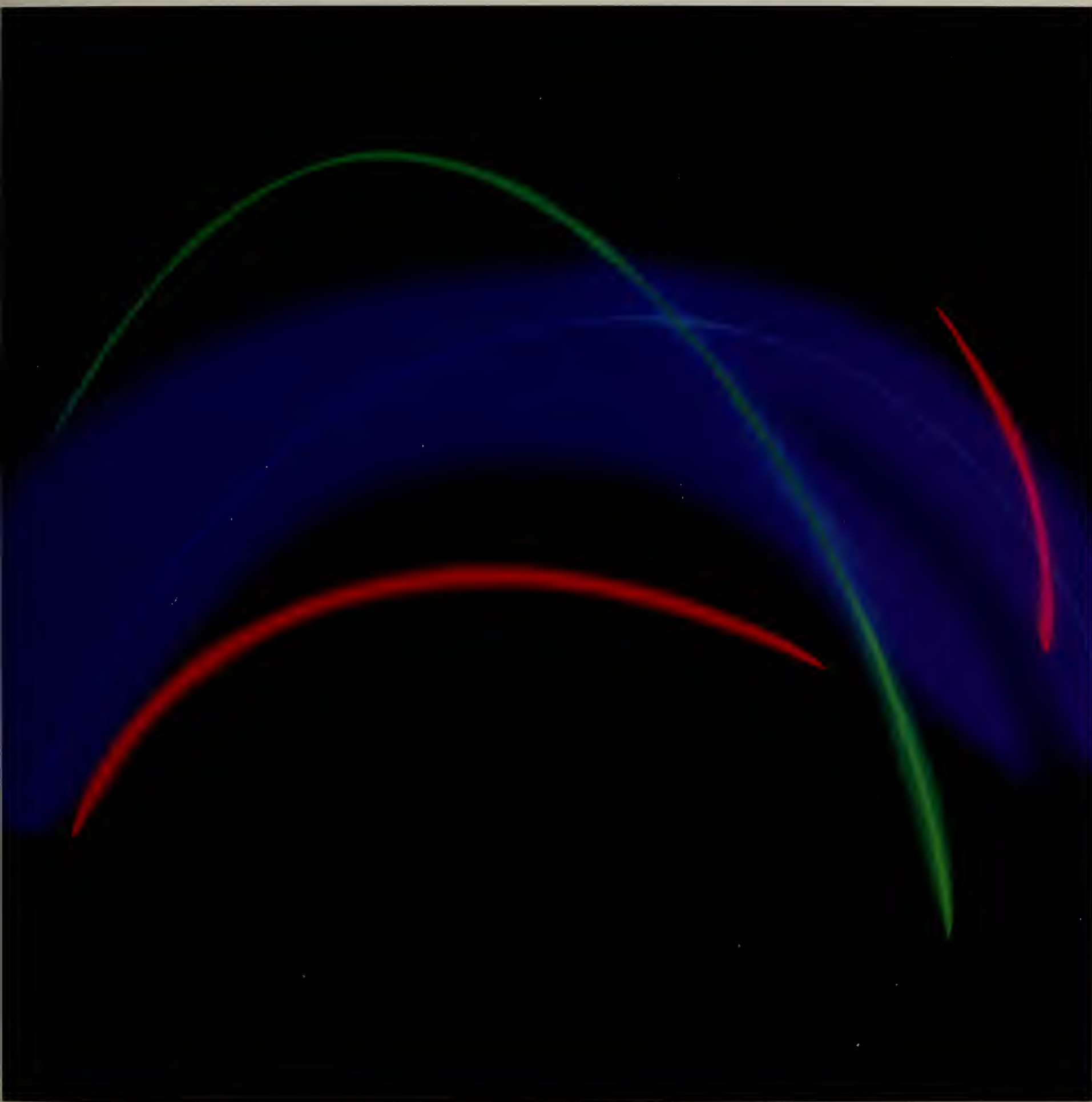
During 1985, three companies used IDB financing to construct child care facilities. Working with Transitional Employment Enterprises, MIFA is now interviewing past IDB recipients to determine what additional financial resources are necessary to spur the construction of additional facilities.

One possible solution is a direct loan program that leverages significant private investment in child care facilities. Based on potential market demand, the Agency has earmarked \$750,000 for this purpose, and MIFA's board has already approved a direct

loan to Grieco Brothers in Lawrence. The company, its labor union and community groups have contributed financial resources to provide child care services for Grieco employees and other working parents in the Lawrence community. MIFA's loan provided the final piece of the financing package.

Ultimately, the success of these programs depends on our private sector partners – the smaller businesses that are expanding and the financial institutions willing to invest in that growth.

Long-recognized as administering one of the most effective IDB programs in the country, MIFA is now moving into other types of economic development finance that will enable the Agency to more completely fulfill its mandate of stimulating industrial development, public/private cooperation, and ultimately, job creation.



The Record – Cumulative

Year	Projects	Bond Amount	New Industrial Jobs
1978-1985	2,059	\$3,720,011,660	74,529
1985	363	749,932,370	7,797

The Record by Project Type

	Projects	Bond Amount	New Industrial Jobs
Industrial			
1978-1984	1,426	\$1,938,404,290	66,300
1985	291	516,415,850	7,632
	1,717	\$2,454,820,140	73,932
CARD			
1978-1984	252	\$ 415,615,000	
1985	67	159,826,520	*
	319	\$ 575,441,520	
Environmental			
1978-1984	18	\$ 616,060,000	432
1985	5	73,690,000	165
	23	\$ 689,750,000	597

* Because job creation in CARD projects is speculative, this figure is not listed.

New & Renovated Space – 1985

Project Type	Square Feet New Construction	Square Feet Renovated Space	Total
Industrial	8,841,550 sf	4,533,400 sf	13,374,900 sf
CARD	966,600	2,999,800	3,966,400
Environmental	254,600	—	254,600
TOTAL	10,062,700 sf	7,533,200 sf	17,595,900 sf

New & Renovated Space – 1978-1985

Project Type	Square Feet New Construction	Square Feet Renovated Space	Total
Industrial	35,952,800 sf	21,827,500 sf	57,780,300 sf
CARD	4,054,600	9,873,200	13,927,800
Environmental	282,700	—	282,700
TOTAL	40,290,100 sf	31,700,700 sf	71,990,800 sf

IDB Financing for Smaller Businesses

Annual Sales (Most recent year)	Percent of IDB-Financed Companies (Industrial sector only)	
	1985	1978-1985
Sales of less than \$1 million:	13.9%	10.8%
Sales of less than \$5 million:	51.5	47.4
Sales of less than \$10 million:	70.1	62.2
Sales of less than \$20 million:	83.5	72.1
Sales greater than \$20 million:	16.5	23.1

Company	Location	Bond Amount	Board Approval	New Jobs
Bowmar Instrument Corporation	Acton	\$ 1,350,000	9/5	50
Winchester Corporation	Acton	1,200,000	9/5	30
Ebtec Corporation	Agawam	3,500,000	4/23	12
Commercial Scale Co., Inc.	Agawam IDFA	675,000	8/1	10
Vicon Recovery Systems, Inc.	Agawam IDFA	31,000,000	11/7	21
Olympic Manufacturing Group, Inc.	Agawam	1,025,000	11/7	18
Trakon Industries, Inc.	Amesbury IDFA	2,000,000	1/18	20
Poly-Structures, Inc.	Amesbury IDFA	1,000,000	2/7	25
Vicor Corporation	Andover IDFA	4,385,000	8/1	72
Crusader Paper Company, Inc.	Andover IDFA	3,000,000	10/3	22
Celus Fasteners Manufacturing, Inc.	Andover IDFA	650,000	11/7	14
Peckham Corporation	Attleborough	985,000	10/3	10
NJ Realty Trust	Avon IDFA	1,700,000	9/5	19
Brockton Wholesale Beverage Co., Inc.	Avon IDFA	6,000,000	11/7	50
Herman, Inc.	Avon IDFA	4,000,000	12/18	67
Jordan Furniture Company	Avon IDFA	9,200,000	12/18	139
New England Milling Co., Inc.	Ayer	10,000,000	4/4	40
Silpro Masonry Systems, Inc.	Ayer	1,100,000	8/1	6
Hybricon Corporation	Ayer	2,700,000	9/5	139
New England Shrimp Company	Ayer	8,000,000	11/20	30
RKM Realty Trust	Barnstable IDFA	330,000	3/7	**
Harvey Industries, Inc.	Barnstable IDFA	900,000	9/5	16
Opus, Inc.	Bellingham IDFA	700,000	12/18	10
Cabot Street Realty Trust	Beverly IDFA	1,600,000	8/1	**
Silverwood Realty Trust	Beverly IDFA	1,330,000	10/3	**
G.R. Armstrong Manufacturer's Supplies, Inc.	Billerica	850,000	4/4	*
International Nut Corporation	Billerica IDFA	4,000,000	5/2	30
Metropolitan Moving & Storage Corporation	Billerica	1,500,000	6/6	15
C-R Machine Company	Billerica IDFA	1,055,000	9/5	26
Quality Paper, Inc.	Billerica IDFA	2,100,000	9/5	10

Company	Location	Bond Amount	Board Approval	New Jobs
Recording & Statistical Corporation	Boston IDFA	\$2,500,000	1/18	17
North End Community Health Committee	Boston IDFA	5,850,000	2/28	*
Au Bon Pain Co., Inc.	Boston IDFA	2,000,000	4/4	20
Merchants Press, Inc.	Boston IDFA	900,000	4/4	27
John Nagle Company	Boston IDFA	1,800,000	4/23	5
Balco, Inc.	Boston IDFA	750,000	5/2	75
Navy Yard Parking Associates	Boston	10,000,000	5/2	**
Mark-Burton, Inc.	Boston	1,800,000	5/2	30
Chadis Printing Company, Inc.	Boston IDFA	1,350,000	7/11	45
Liberty Markets, Inc.	Boston IDFA	1,000,000	8/1	**
George H. Dean Company	Boston IDFA	1,000,000	9/5	6
Winthrop Printing Company, Inc.	Boston IDFA	2,500,000	9/5	18
Orion Research, Inc.	Boston	1,000,000	10/3	30
Yale Electrical Supply Company	Boston IDFA	850,000	10/3	7
Sheet Metal Workers' Local Union 17	Boston IDFA	2,000,000	11/7	**
Hotel Realty Trust	Boston	1,500,000	11/20	†
Incubator Associates	Boston	550,000	12/18	**
Programmed Test Sources, Inc.	Boxborough	5,200,000	5/2	60
Wollaston Alloys, Inc.	Braintree	1,000,000	4/4	25
Harvey Industries, Inc.	Braintree	1,600,000	7/11	15
Christie Food Products, Inc.	Braintree	985,000	10/3	6
Scotland Realty Trust II	Bridgewater	2,600,000	4/23	†
R.S. Sparrow Enterprises, Inc.	Brockton IDFA	920,000	4/4	90
GTR Manufacturing Corporation	Brockton IDFA	1,500,000	5/2	11
Ace Surgical Supply Co., Inc.	Brockton IDFA	700,000	6/18	3

Company	Location	Bond Amount	Board Approval	New Jobs
Corcoran Supply Company of Brockton	Brockton IDFA	\$ 800,000	7/11	4
Baltimore Brushes, Inc.	Brockton IDFA	950,000	11/7	10
H.W. Powers Co., Inc.	Brockton IDFA	2,700,000	11/7	39
Village Plaza Limited Partnership	Brookline	3,600,000	7/11	***
Brookline Manor Nursing Home, Inc.	Brookline	2,370,000	12/18	*
ENSECO, Inc.	Cambridge	3,250,000	9/5	**
Thypin Steel Company, Inc.	Cambridge	5,000,000	9/5	70
UST Corporation	Cambridge	10,000,000	9/5	**
Moleculon Biotech, Inc.	Cambridge	2,733,000	10/3	72
Teledyne Acoustic Research, Inc.	Canton IDFA	1,895,000	3/7	10
Abel Industries, Inc.	Canton IDFA	900,000	4/4	15
Lindenmeyr Paper Corporation	Canton IDFA	1,800,000	6/6	5
BLH, Inc.	Canton IDFA	1,500,000	7/11	25
Perception Technology, Inc.	Canton IDFA	1,500,000	7/11	40
Pine Street Realty Trust	Canton IDFA	1,100,000	12/18	63
Incom, Inc.	Charlton	2,000,000	5/2	5
Assurance Technology Corporation	Chelmsford IDFA	1,000,000	5/2	20
Nye's JapEnameLac, Inc.	Chelmsford IDFA	1,000,000	5/2	10
J&C Management	Chelmsford IDFA	1,426,520	6/18	**
Pondview Place Trust	Chelmsford IDFA	1,200,000	6/18	†
Chelsea Jewish Nursing Home, Inc.	Chelsea	4,555,000	4/23	59
Lasergraphics, Inc.	Chelsea IDFA	800,000	6/18	10
Lipkin Family Realty Trust	Chelsea IDFA	2,350,000	7/11	†
James J. Derba, Inc.	Chelsea	1,000,000	8/1	45
Second Street Limited Partnership	Chelsea IDFA	2,500,000	8/1	†

Company	Location	Bond Amount	Board Approval	New Jobs
McKinstry, Incorporated	Chicopee IDFA	\$ 650,000	8/1	10
Roger E. Lussier	Chicopee IDFA	900,000	8/1	†
Fairview Machine & Tool Co./National Automated Systems, Inc.	Chicopee IDFA	880,000	12/18	23
Seavey Engineering Associates, Inc.	Cohasset	750,000	7/11	20
B & W Press, Inc.	Danvers	900,000	9/5	8
Nemco, Inc.	Danvers	1,000,000	9/5	9
Babco Industries, Inc.	Danvers	5,000,000	11/7	40
Den Mar Corporation	Dartmouth IDFA	500,000	6/6	19
Alimed, Inc.	Dedham	1,336,000	6/6	15
Nicholas D'Allessandro	Dedham	801,000	7/11	†
Hardigg Industries, Inc.	Deerfield IDFA	2,000,000	3/7	23
John E. Cain Company	Deerfield IDFA	1,058,300	7/11	7
Chestnut Hill Nursing Home	E. Longmeadow IDFA	4,000,000	6/18	81
Mediplex of Massachusetts, Inc.	E. Longmeadow IDFA	5,500,000	7/11	139
Metal Service Center, Inc.	Easton IDFA	540,000	4/4	7
David Brett, Inc.	Easton IDFA	2,500,000	5/2	20
Wigs by Paula, Inc.	Easton IDFA	2,000,000	5/2	20
Daniels Printing Company	Everett	920,000	2/7	22
LTX Corporation	Fall River IDFA	999,000	5/2	60
Riggenbach Realty	Fall River IDFA	600,000	5/2	†
Lightolier, Inc.	Fall River IDFA	5,000,000	7/11	140
Bristol Craft Mfg., Inc.	Fall River IDFA	600,000	8/1	45
American Dryer Corporation	Fall River IDFA	5,700,000	9/5	150
Riggenbach Realty II	Fall River IDFA	800,000	10/3	†
Argus Realty Ltd. Partnership	Fall River IDFA	1,150,000	12/18	110
Robbins Manufacturing Co., Inc.	Fall River IDFA	1,600,000	12/18	9
United Cooperative Farmers, Inc.	Fitchburg IDFA	900,000	5/2	15
Barkley & Dexter Laboratories, Inc.	Fitchburg IDFA	1,500,000	6/18	9

Company	Location	Bond Amount	Board Approval	New Jobs
Kenneth P. Posco	Fitchburg IDFA	\$ 580,000	11/20	**
James F. Murphy, Inc.	Fitchburg IDFA	1,547,100	12/18	20
Robelle Industries	Foxborough	1,350,000	12/18	43
Perini Corporation	Framingham IDFA	4,000,000	10/3	34
Design Components, Inc.	Franklin	1,200,000	10/3	15
Gardner Franco American Credit Union	Gardner	1,350,000	6/6	**
Steve Connolly Seafood, Inc.	Gloucester IDFA	500,000	1/18	*
Omni-Wave Electronics Corporation	Gloucester IDFA	770,000	6/18	25
Cape Pond Ice Company, Inc.	Gloucester	490,000	12/18	*
Wyman-Gordon Company	Grafton IDFA	1,000,000	2/7	8
Angelo's Supermarkets, Inc.	Hanover	1,980,000	5/2	5
Manchester Corporation	Harvard	600,000	10/3	9
IMI, Inc.	Haverhill	1,350,000	3/7	44
Eastern Canvas Products, Inc.	Haverhill	2,400,000	4/4	14
Metal Tronics, Inc.	Haverhill	900,000	7/11	10
Powell Corp.	Haverhill	856,000	12/5	8
Falcone Piano Company, Inc.	Haverhill	970,000	12/18	50
Quamco, Inc.	Hingham	6,004,000	1/18	12
J.J. Sullivan & Sons, Inc.	Holbrook	3,000,000	9/5	18
Serta N.E., Inc.	Holbrook	500,000	9/5	10
De Jay Corporation	Holbrook	550,000	10/3	24
Interface Engineering, Inc.	Holbrook	475,000	12/18	8
H. Glaser & Son, Inc.	Holliston	776,100	2/7	5
American Lewa, Inc.	Holliston	1,500,000	8/1	3
Cambridge Eye Associates	Holliston	2,839,200	10/3	12
Easy Day Manufacturing Company	Holliston	3,700,000	10/3	11

Company	Location	Bond Amount	Board Approval	New Jobs
University Products, Inc.	Holyoke IDFA	\$ 600,000	5/2	16
Pratt & Austin Company, Inc.	Holyoke IDFA	692,000	8/1	7
M.A.D. Properties	Holyoke IDFA	750,000	10/3	**
Holyoke Machine Co., Inc.	Holyoke IDFA	1,800,000	10/3	9
Pearson-Valley Development Co. Ltd. Partnership	Holyoke IDFA	1,650,000	11/7	†
Edaron, Inc.	Holyoke IDFA	400,000	12/18	10
Incase	Hopedale	1,500,000	6/6	10
Advanced Cable Technologies, Inc.	Hudson	1,200,000	4/4	23
The Leather Shop	Hudson	4,000,000	12/5	84
WMF, Inc.	Hudson IDFA	1,200,000	12/18	9
Harvey's Door & Window, Inc.	Ipswich IDFA	1,500,000	4/4	30
Olde Central Realty Trust	Ipswich	627,000	5/2	**
L&R Packaging Company	Lawrence IDFA	2,150,000	3/7	125
Andrea Management Corp.	Lawrence IDFA	1,260,000	7/11	22
Maroun Brothers	Lawrence IDFA	750,000	7/11	12
Instar, Inc.	Lawrence IDFA	1,635,000	9/5	**
Millbrook Distributors, Inc.	Leicester IDFA	2,000,000	8/1	70
Computer Wire & Cable Co., Inc.	Leominster	500,000	1/18	10
Amarin Plastics, Inc.	Leominster	1,000,000	5/2	36
Acro-Matic Plastics Corp.	Leominster	1,040,000	7/11	12
PVM Realty Trust	Leominster	1,000,000	7/11	24
North American Container Corp.	Leominster	1,480,000	7/11	12
C&P Realty Trust	Littleton	1,600,000	3/7	†
New England Apple Products Co., Inc.	Littleton	5,000,000	4/4	5
Chu Associates, Inc.	Littleton	600,000	5/2	7
Concord Furniture Industries, Inc.	Littleton	1,150,000	5/2	10
20-26 Market Street Limited Partnership	Lowell IDFA	1,900,000	3/7	**
Adden Furniture, Inc.	Lowell IDFA	1,850,000	4/23	84
FNH Nursing Home, Inc.	Lowell IDFA	2,374,000	6/18	10
Skaff Manufacturing, Inc.	Lowell IDFA	1,400,000	7/11	40
CH Associates	Lowell IDFA	300,000	9/5	**
100 Merrimack St. Ltd. Partnership	Lowell IDFA	2,200,000	10/3	**
Media Business Service, Inc.	Lowell IDFA	3,700,000	10/3	19

Company	Location	Bond Amount	Board Approval	New Jobs
Lowell Research Center One Realty Trust	Lowell IDFA	\$ 650,000	11/7	†
Airex Corporation	Lowell	420,000	12/18	5
Advanced Drainage Systems, Inc.	Ludlow IDFA	1,250,000	11/7	23
J. Stone & Son, Inc.	Lynn IDFA	1,600,000	6/18	6
Carr Leather Company	Lynn IDFA	300,000	8/1	4
Lynn Economic Development & Industrial Corp.	Lynn IDFA	985,000	10/3	†
Faulkner Manufacturing Company	Malden	1,000,000	3/7	8
New England Metal Spinning Co.	Malden	750,000	6/6	15
Odd Fellows Hall Realty Trust	Malden	1,000,000	11/20	**
Boston Envelope Company, Inc.	Mansfield IDFA	3,800,000	2/7	19
M.M. Newman Corporation/Hot Tools, Inc.	Marblehead	600,000	5/2	6
Hy-Comp, Inc.	Marlborough IDFA	1,064,000	5/2	11
Environmental Fire Protection, Inc.	Marlborough IDFA	1,230,000	5/2	†
International Polarizer, Inc.	Marlborough IDFA	540,000	6/6	6
Alloy Computer Products, Inc.	Marlborough IDFA	1,800,000	8/1	50
Heavey Landscape and Construction Company	Marlborough IDFA	1,300,000	10/3	**
Massachusetts Container Corporation	Marlborough IDFA	1,600,000	10/3	*
Wellington Cold Storage & Warehouse Corp.	Medford	1,680,000	12/18	4
Melrose YMCA	Melrose	1,050,000	5/2	**
Admiral Folding Box, Inc.	Methuen IDFA	750,000	6/18	40
Searles Limited Partnership	Methuen	1,250,000	11/7	**

Company	Location	Bond Amount	Board Approval	New Jobs
Merrimac Industrial Sales, Inc./				
Convectronics, Inc.	Methuen IDFA	\$ 496,150	12/18	13
Richardson's Farms	Middleton	1,588,000	6/6	**
A.J. Knott Tool & Mfg. Corp.	Milford	3,000,000	9/5	8
Columbia Electric Corporation	Milford	2,000,000	9/5	10
Cordmaster Engineering Co., Inc.	N. Adams	410,000	5/2	16
Excelsior Process & Engraving, Inc.	N. Adams IDFA	1,600,000	6/6	7
Western Gateway Associates	N. Adams IDFA	500,000	6/18	**
Hardman Park Building Corp./				
Cordmaster Engineering Co., Inc.	N. Adams	925,000	8/1	109
Ogan Company Inc.	N. Andover IDFA	4,000,000	3/7	45
Atlee of Delaware, Inc.	N. Andover IDFA	1,450,000	4/23	15
Material Installation, Inc.	N. Andover IDFA	1,250,000	5/2	20
Eastprint, Inc.	N. Andover IDFA	2,000,000	11/7	25
Executive Center Ltd. Partnership	N. Andover IDFA	2,200,000	12/5	†
Greenwood Motors, Inc.	N. Attleborough	90,000	1/18	0
EDA Machine & Controls, Inc.	N. Attleborough	520,000	6/18	8
Shelby Fox Company Limited Partnership	N. Attleborough	1,400,000	7/11	**
Hybrid Enclosures	N. Attleborough	600,000	12/18	55
LeStage Manufacturing Co.	N. Attleborough	600,000	10/3	7
Cape Cod Trailer Storage, Inc./Sun Leasing, Inc.	Nantucket	2,265,000	7/11	11
Sage Laboratories, Inc.	Natick IDFA	2,500,000	6/18	15
Optical Filter Corporation	Natick IDFA	1,350,000	8/1	33
Duralectra, Inc.	Natick	1,500,000	9/5	6
Memodyne Corporation	Needham	1,440,000	3/7	50
Hamilton House Nursing Home	Needham	2,700,000	4/23	4
Airborne Freight Corp./Thirty Two Fremont Company	Needham	2,250,000	12/18	16

Company	Location	Bond Amount	Board Approval	New Jobs
Universal Industries, Inc.	New Bedford	\$1,800,000	2/7	12
Alberox Corporation	New Bedford IDFA	1,200,000	4/23	10
13 Hamilton Street Partnership	New Bedford IDFA	235,000	6/6	**
American Press, Inc.	New Bedford IDFA	700,000	6/6	6
Satkin Mills, Inc.	New Bedford IDFA	800,000	9/5	10
New Bedford Railroad Depot, Inc.	New Bedford IDFA	7,000,000	12/18	**
Rochester Electronics, Inc.	Newburyport	600,000	6/6	10
400 Centre Street Limited Partnership	Newton	4,300,000	9/5	**
Technical Aid Corporation	Newton	2,925,000	10/3	**
Northampton Terminal Associates	Northampton	1,300,000	5/2	**
Rugg Manufacturing Company	Northampton IDFA	340,000	9/5	**
Houghton & Richards, Inc.	Northborough IDFA	1,400,000	5/2	6
Riverdale Mills Corporation	Northbridge IDFA	2,000,000	8/1	46
COZ Chemical Company	Northbridge IDFA	2,000,000	9/5	7
Kilburn Glass Industries, Inc.	Norton	975,000	2/7	25
Kluwer Boston, Inc.	Norwell	1,700,000	11/7	6
Serono Diagnostics, Inc.	Norwell	4,425,000	11/7	41
Racquet Realty Trust	Norwood IDFA	500,000	4/4	**
ABI Realty Trust	Norwood IDFA	850,000	4/4	†
Norwood Commerce Center Limited Partnership	Norwood	1,500,000	4/4	†
H&H Associates, Inc./Lee Jay, Inc.	Norwood	2,200,000	6/6	21
Scandinavian Gallery, Inc.	Norwood IDFA	7,350,000	6/18	25
Guild Place Nominee Trust	Norwood	600,000	7/11	**
Huntington Homes, Inc.	Orange	1,105,000	12/18	129
Crewe Associates, Inc.	Oxford	350,000	2/7	17
William J. Hastings, Inc.	Palmer	430,000	6/6	13
J.B. Ruderman & Sons, Inc.	Peabody	1,100,000	1/18	50

Company	Location	Bond Amount	Board Approval	New Jobs
James M. Salah	Peabody	\$3,000,000	8/1	†
Bicknell & Fuller Corrugated Container Corp.	Peabody	2,939,700	11/7	24
Poly-Matrix, Inc.	Pittsfield IDFA	1,250,000	3/7	15
Hi-Tech Mold & Tool, Inc.	Pittsfield IDFA	600,000	5/2	25
Petricca Industries, Inc.	Pittsfield IDFA	600,000	8/1	20
Big Y Foods, Inc.	Pittsfield IDFA	1,525,000	8/22	**
Brewster Park Limited Partnership	Plymouth IDFA	1,400,000	5/2	**
National Alcoholism Programs, Inc.	Plymouth IDFA	2,875,000	6/18	34
Chem Lawn Corporation	Plymouth IDFA	900,000	8/1	100
Castall, Inc.	Plymouth IDFA	1,200,000	12/18	8
One Billings Road Realty Trust	Quincy IDFA	875,000	2/20	**
One Parkingway Realty Trust	Quincy IDFA	5,000,000	9/5	**
Serono Laboratories, Inc.	Randolph	2,080,000	2/7	100
New England Card & Index Co., Inc.	Randolph	650,000	6/6	13
Damco, Inc./George E. Danis	Reading	7,400,000	7/11	†
Broad Sound Park Associates	Revere	6,100,000	10/3	**
Energy Answers Corporation	Rochester	40,000,000	9/5	129
D. Smith Associates, Inc.	Rockland IDFA	700,000	3/7	3
Presidential Sheet Metal, Inc.	Rockland IDFA	315,000	5/2	4
Lindquist Precision Metal, Inc.	Rockland IDFA	1,100,000	6/6	42
National Offset Blanket Supply, Inc.	Rockland IDFA	1,000,000	6/6	10
MacLeod Bros., Inc.	Rockland IDFA	710,000	6/18	†
Polymer Design	Rockland IDFA	800,000	10/3	99
Rogers Van & Storage, Inc.	S. Hadley	455,000	10/3	5

Company	Location	Bond Amount	Board Approval	New Jobs
Minoan Realty Trust	Salem IDFA	\$1,000,000	4/4	**
Chelsea Industries, Inc.	Salem IDFA	6,500,000	9/5	80
Schylling Associates, Inc.	Salem IDFA	500,000	9/5	15
Prince Building Realty Trust	Salem IDFA	1,150,000	11/7	**
Shetland Harbor Trust	Salem IDFA	5,350,000	11/7	**
Peter A. Rossetti Realty Trust	Saugus	400,000	9/5	**
Merchants Street Trust	Sharon	1,500,000	5/2	†
Shirley Associates Realty Trust	Shirley	2,175,000	4/4	†
Thermo-Fab Corporation	Shirley	600,000	8/1	44
Shrewsbury Central Park Associates	Shrewsbury IDFA	3,300,000	2/7	†
Source International Corporation	Shrewsbury IDFA	500,000	7/11	5
Charles Webb, Inc.	Somerville	1,800,000	1/18	13
Science Research Corporation	Somerville	425,000	4/4	7
M.W. Carr & Co., Inc.	Somerville	500,000	6/6	35
Somerville Associates	Somerville	10,000,000	12/18	**
L.B. Darling, Inc.	Southborough	3,000,000	9/5	50
Quamco, Inc.	Springfield IDFA	2,920,000	2/7	15
120 Chestnut Street Limited Partnership	Springfield	4,475,000	2/20	**
CMC Development Associates Limited Partnership	Springfield IDFA	2,050,000	4/23	**
Fuller Block Associates Limited Partnership	Springfield IDFA	5,500,000	4/23	**
Frank's Distributor Company, Inc.	Springfield IDFA	1,000,000	5/2	14
Pearson-Hampden Development Company	Springfield IDFA	1,100,000	6/18	**
Brockway Transport, Inc.	Springfield IDFA	465,000	7/11	9
Hanmer Associates Limited Partnership	Springfield IDFA	765,000	7/11	**
Heatbath Corporation	Springfield IDFA	800,000	7/11	5
Nicola & Edda Caputo	Springfield IDFA	900,000	8/1	**
Big Y Foods, Inc.	Springfield IDFA	5,000,000	9/5	**

Company	Location	Bond Amount	Board Approval	New Jobs
Ciocca Construction Company	Springfield IDFA	\$ 950,000	9/5	**
Van-Pak, Inc.	Springfield IDFA	500,000	9/5	10
Wilbraham Nursing Care Center, Inc.	Springfield IDFA	2,000,000	9/5	97
Terminal Building Associates LTD. Partnership	Springfield IDFA	1,400,000	11/7	**
Strehlke Corporation	Springfield IDFA	1,900,000	12/18	**
Strehlke Corporation	Springfield IDFA	4,350,000	12/18	**
J.A. Webster, Inc.	Sterling	1,200,000	10/3	13
Shem-Tov Associates	Stoughton IDFA	1,882,000	2/7	372
Vanzetti Systems, Inc.	Stoughton IDFA	1,200,000	4/4	30
Charleswater Products, Inc.	Stoughton	1,260,000	10/3	20
Fields Hosiery Industries, Inc.	Stoughton	1,310,000	12/18	20
Technology Concepts, Inc.	Sudbury	750,000	7/11	50
Home for the Aged People in Fall River, Inc.	Swansea	2,433,150	11/7	35
Butler Shoe Corporation	Taunton IDFA	3,100,000	2/7	20
R.C. Read & Co., Inc.	Taunton IDFA	700,000	6/18	5
Metrabyte Corporation	Taunton IDFA	1,730,000	7/11	30
Advanced Dielectric Technologies, Inc.	Taunton IDFA	1,200,000	8/1	25
Advanced Dielectric Technologies, Inc.	Taunton IDFA	750,000	9/5	100
George D. Emerson Co., Inc.	Taunton IDFA	830,000	9/5	5
New Taunton Realty Trust	Taunton IDFA	2,500,000	9/5	**
Newbest Polybag Company, Inc.	Taunton IDFA	400,000	9/5	7
Process Control Industries, Inc.	Taunton IDFA	1,900,000	9/5	30
Pocomo Realty Trust	Taunton IDFA	800,000	12/5	†
Demoulis Super Markets, Inc.	Tewksbury IDFA	5,000,000	12/18	50
Regency Thermographers of Mass., Inc.	W. Brookfield	950,000	9/5	16
Mutual Precision, Inc.	W. Springfield	500,000	4/4	5

Company	Location	Bond Amount	Board Approval	New Jobs
Longview Fibre Company	W. Springfield	\$2,300,000	6/6	16
Major Adhesives Corporation	Walpole IDFA	1,000,000	4/4	8
Etchomatic, Inc.	Waltham	640,000	6/6	15
Meadow Green Nursing Center	Waltham	5,550,000	7/11	88
Mass Pak Corp./Seal Tech Corp.	Wareham	1,100,000	8/1	14
Tons of Toys 'N More, Inc.	Wareham	708,000	10/3	19
CM-2 Partnership	Watertown IDFA	1,300,000	4/4	**
430 Realty Trust	Watertown IDFA	950,000	5/2	†
Canterbury Clothing, Inc.	Watertown IDFA	850,000	6/18	20
Hub Products Corporation	Wayland	2,750,000	12/18	35
Bennett J. Smith, Jr. & Robert S. Baker	Webster IDFA	300,000	6/6	**
Commerce Insurance Company	Webster IDFA	1,500,000	10/3	**
E. L. Harvey & Sons, Inc.	Westborough IDFA	1,640,000	2/7	11
Instrument Technology, Inc.	Westfield IDFA	710,000	4/4	10
Ampad Corporation	Westfield IDFA	4,000,000	7/11	36
Tell Tool, Inc.	Westfield IDFA	4,800,000	10/3	25
SJE Industries, Inc.	Westford	4,000,000	11/7	*
Westminster Farms, Inc.	Westminster	4,000,000	1/18	43
American Pro, Inc.	Westwood	300,000	8/1	12
Stetson Place Development Trust	Weymouth	6,100,000	6/6	**
Fabco Distributors, Inc.	Weymouth	1,300,000	11/7	14
Hampton Nursing Home, Inc.	Wilbraham	5,750,000	11/20	90
Wilmington Cold Storage, Inc.	Wilmington	900,000	1/18	4
C&C Associates, Inc./Kirkwood Technical Publications	Wilmington	700,000	4/4	33

Company	Location	Bond Amount	Board Approval	New Jobs
Screenprint, Inc./Dow Industries, Inc.	Wilmington	\$1,100,000	6/6	40
Carlson Sales Corp./Labelcraft, Inc.	Wilmington	700,000	7/11	6
Jet-Com, Inc.	Wilmington	825,500	7/11	20
John T. Spinelli Locke Manufacturing Co., Inc.	Wilmington	1,680,000	10/3	†
Bicknell & Fuller Paper Box Company	Woburn	1,031,650	11/7	19
Madico, Inc.	Woburn	750,000	12/18	*
Central Mass Media, Inc.	Worcester IDFA	675,000	2/7	**
New England Envelope Manufacturing Co.	Worcester IDFA	600,000	2/7	4
Twenty Washington Square Trust	Worcester IDFA	1,700,000	2/7	**
Creative Packaging, Inc.	Worcester IDFA	1,420,000	7/11	10
Fallon Clinic	Worcester IDFA	1,845,000	8/1	**
J. Robert Seder	Worcester IDFA	2,850,000	8/1	**
New England Sweetners, Inc.	Worcester IDFA	1,000,000	9/5	20
Universal Metal Corporation	Worcester IDFA	1,600,000	9/5	6
The Valkyrie Company	Worcester IDFA	1,650,000	10/3	107
Austin Street Associates	Worcester	7,100,000	11/7	**
Urban Village Associates	Worcester	2,725,000	11/7	**
Euro-American Air Freight Forwarding Co., Inc.	Worcester IDFA	1,400,000	12/18	35
Kennedy Die Castings, Inc.	Worcester IDFA	1,600,000	12/18	25
Douglas A. King Builders, Inc.	Wrentham	1,200,000	6/18	†
12 North Main St. Real Estate Trust	Yarmouth	325,000	9/5	**

* Indicates job retention.

** Indicates CARD projects.

† Although new job estimates are not listed, speculative projects must create new employment.

Employment is projected at time of loan approval.

Guaranteed Loan Program
December 30, 1985 Pool

Company	Location	Bond Amount	New Jobs
Airex Corporation	Lowell	\$ 420,000	5
Cape Pond Ice Company	Gloucester	490,000	6
Falcone Piano Company, Inc.	Haverhill	970,000	50
Fields Hosiery Industries, Inc.	Stoughton	1,310,000	20
Huntington Homes, Inc.	Orange	1,105,000	129
Powell Corporation	Haverhill	855,000	14
Wellington Cold Storage & Warehouse Corp.	Medford	1,680,000	4
TOTALS	7	\$6,830,000	228

1985 Approved Mortgage Insurance Commitments

Company	Location	Board Approval	Insurance Amount	Total Loan Amount	New Jobs
EDA Machine & Controls, Inc.	Foxboro	6/18/85	\$208,160	\$ 520,400	8
Duralectra, Inc.	Natick	9/5/85	225,000	1,500,000	6
Process Control Industries, Inc.	Taunton	12/5/85	500,000	1,900,000	30
Worcester Manufacturing Corporation	Worcester	12/18/85	500,000	1,550,000	30
TOTALS	4		\$1,433,160	\$5,470,400	74

Outstanding Mortgage Insurance Commitments
As of December 31, 1985

Company	Location	Closing Date	Insurance Outstanding	Loan Outstanding	New Jobs
Merrimack Magnetics	Lowell	3/1/78	\$ 48,472	\$ 848,472	190
Berkshire Tanning Corp.	North Adams	2/13/79	65,723	109,539	90
Carr Leather Company	Lynn	6/11/79	183,482	417,004	10
Hub Mail Advertising Service, Inc.	Boston	10/16/79	103,967	1,568,967	45
Astro Circuit Corporation	Lowell	3/14/80	63,321	1,218,321	132
Harris Environmental Systems, Inc.	Andover	4/10/80	13,905	763,905	35
CFK Press, Inc.	Westwood	4/15/80	88,422	2,838,422	100
Northeast Offset, Inc.	Chelmsford	4/18/80	31,277	271,277	7
Domenico, Inc.	Lynn	5/1/80	57,103	522,103	60
Phalo Corporation	Fall River	1/4/82	23,750	1,023,750	150
Morgan Industries, Inc.	Medford	5/21/84	13,807	233,807	*
Bay West Associates	Boston	5/5/85	516,677	2,129,177	**
TOTALS	12		\$1,209,906	\$11,944,744	829

* Indicates job retention

** CARD project

Employment is projected at time of loan approval.

The Programs

The Massachusetts Industrial Finance Agency was established to encourage economic development by utilizing a variety of financing incentives to assist expanding businesses throughout Massachusetts. The goal of MIFA's programs is to create more jobs by stimulating greater levels of investment by private employers. These programs include:

Tax-Exempt Industrial Development

Bonds (IDBs)

To encourage employers to establish or expand their companies in Massachusetts, MIFA approves and issues tax-exempt industrial development bonds (IDBs). The tax-exempt status of the bonds enables borrowers to obtain a lower interest rate on loans for industrial expansion, downtown revitalization, pollution control or solid waste/resource recovery projects. IDB financing must be used for the construction, acquisition or improvement of plant and equipment which will create or retain employment within the state.

In many respects tax-exempt financing is similar to conventional real estate and

equipment loans. Since the bond is tax-exempt, however, interest earned on the loan is exempt from federal income tax; therefore the lender can grant the loan at an interest rate below conventional rates. The credit of the state, MIFA or any local government is not pledged to repay the loan.

IDBs may be issued either by MIFA or by a local Industrial Development Financing Authority (IDFA) established by individual communities. In all cases, however, MIFA must give final approval to applications for IDB financing. Additional information and applications are available from MIFA.

Assistance for Commercial Area

Revitalization Districts

Commercial buildings are eligible for industrial development bond financing only if they are located within a Commercial Area Revitalization District (CARD). These districts are defined in a revitalization plan adopted by a community's governing body and then approved by the state's Secretary of Communities and Development. Since 1978, MIFA has approved IDB financing for CARD areas in 74 communities across the state.

Though new construction projects are eligible, most projects approved by MIFA in CARD areas are to finance rehabilitation of older buildings for use as retail and/or office space. For rehabilitation projects, at least 50 percent of bond proceeds must be used for the actual physical renovation of the facility.

Rental housing projects in CARD areas are also eligible for IDB financing. To qualify, proposed rental housing projects must receive votes from the governing body of the municipality and MIFA's directors that the building to be restored is blighted and in need of assistance. A federal law requires that 20 to 25 percent of the rental units in the building be reserved for low- or moderate-income residents. The financing must be used substantially for acquiring and rehabilitating existing buildings, not new construction.

The Guaranteed Loan Program

In recent years smaller companies have been burdened with high real interest rates and unpredictability in long-term borrowing. Unlike larger, rated companies, these smaller firms have individually been shut out of the public credit market where beneficial long-term, fixed interest rate financing continues to be available.

MIFA's Guaranteed Loan Program (GLP) opens this market to smaller, growing companies by pooling individual IDB projects into one tax-exempt bond issue. MIFA then arranges a financial structure that will guarantee to bond purchasers that both principal and interest on the bonds will be repaid, thus enabling the bonds to be sold in the public credit markets. The first pool under this program was sold in December, 1985, backed by a letter of credit from a major Boston bank and MIFA's own guarantee fund.

Bond pools utilizing a similar credit structure will be sold during 1986. Companies interested in the long-term, fixed rate financing available through the Guaranteed Loan Program should contact MIFA as early as possible in the planning process.

The Mortgage Insurance Program

Some firms with good growth potential, particularly younger or smaller firms, have difficulty obtaining loans to finance plant and equipment. MIFA's Mortgage Insurance Program provides additional security for lenders by reducing their net exposure while increasing loan amounts to their

customers. With the Mortgage Insurance Program, a company can borrow more of a project's cost, conserving its cash for working capital as it increases its investment in productive assets. MIFA will insure conventional loans as well as tax-exempt loans.

Seafood Industry Revolving Loan Fund

Based on the recommendations of the Seafood Industry Advisory Council, this fund is designed to increase the quality, efficiency and competitiveness of the Massachusetts seafood industry. The Seafood Industry Revolving Loan Fund will provide direct loans of up to \$200,000 to qualifying companies. These loans will be reviewed and serviced by MIFA staff. Applicants for this financing must be engaged in the shipping, processing, freezing, storing, packaging, distribution or marketing of seafood products.

Loans must be used for innovative or modern equipment and technologies, and should leverage other sources of private and public investment. Rates and terms on the loans will be determined on a case-by-case basis. Interested companies should contact MIFA for more information.

The Thrift Fund

MIFA is one of four quasi-public authorities designated to originate, service and monitor loans on behalf of the Thrift Institutions Fund for Economic Development (better known as simply the Thrift Fund). This \$100 million pool of capital, which was established by the Legislature and is funded by the state's

276 thrift institutions, is specifically designed to fill the credit gaps that now face the Commonwealth's businesses.

To qualify for this financing, applicants must demonstrate a clear public purpose. Priority will be given to projects that create significant new jobs in areas of high unemployment; develop small companies and/or stabilize mature industries; or are eligible for UDAG financing or are located in CARD areas.

MIFA will be handling all loan requests in amounts over \$250,000 for industrial plant and some equipment loans. Requests for non-industrial and smaller loan amounts will be assigned to other participating quasi-public agencies. Rates and terms will vary.

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New England Financial Resources, Inc.

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The Abbey Group

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Steve Connolly Seafood, Inc.
Boston

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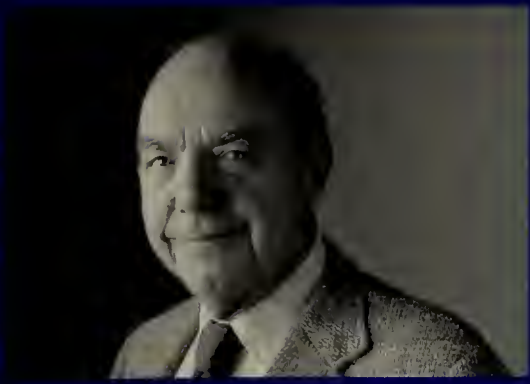
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Beverly Savings Bank
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Hale & Dorr
Boston

E. Brian Veasy
President
The Marion Group
Marion

Board of Directors

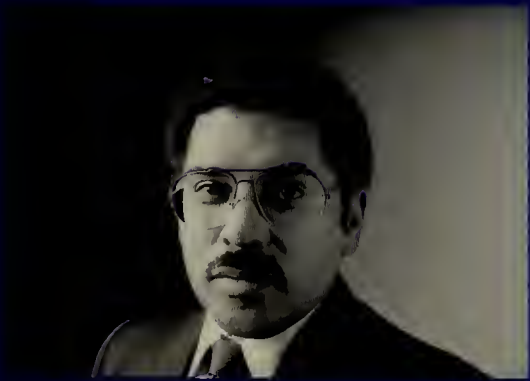
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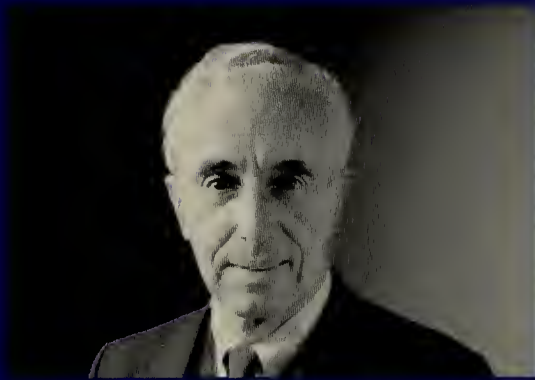
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Massachusetts Industrial Finance Agency

400 Atlantic Avenue

Boston, Massachusetts 02210

617-451-2477